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Compiled by Ken Richardson and A. Heather Wood

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[redacted]

an interview with Anthony Federici Marketing Director of Perreaux International

Q. Why does Perreaux have such a high trade-in value?

A. That can be attributed to several factors. First, Perreaux's value, when new, is exceptionally good. Perreaux's Series 2 engineering advancements are still at the leading edge of technology, therefore the engineering is not even close to outdated. Quality of construction is very important. A hand crafted, hand finished piece is always more valuable than a mass produced product. Reliability is an important factor. We know Perreaux's reliability — that's why we're giving a one year limited warranty on pre-owned Series 2 thats been traded toward Series 3. Another factor is the simplicity of styling. Flashy, trendy styling with lights and meters rapidly looks out of date. Simple elegance never goes out of style.

Q. So you believe people will pay as much or more for a used Perreaux as for a new product from another manufacturer?

A. Certainly. That's been the case with Perreaux for quite some time now. Our major contribution to increasing the trade-in value even further is backing it by the previously mentioned warranty.

The auto industry has been this way for as long as I can remember. Many people pay more for a used Mercedes, Porsche or BMW than for a new car from another manufacturer. I was thinking how ironic it is that in a vote by audio reviewers and retailers Perreaux won the Audio/Video Magazine Hi Fi Grand Prix Award for "its Mercedes-like construction".

Now Perreaux's trade-in value seems to be at least as high as Mercedes. Looks like the reviewers and retailers called it right!

Q. Do you think this leads the way for audio components other than Perreaux to increase their trade-in value?

A. I hope so. I believe we've lead the way in technology and quality of construction. Nothing would please me more than leading the way in trade-in value. If this happens industry-wide the entire audio industry and the general public come out ahead because more people will be able to afford quality audio.

Let me give you an example. We've just introduced a set of Perreaux components that retails for about $2,000. If it retains about 75% of its original puchase price towards trade-in, as the Series 2 presently does, its trade-in value toward a new Perreaux would be $1,500. Then, it really costs only $500 to own and enjoy the Perreaux set. This means far more people can afford Perreaux.

After all, if a Mercedes had no trade-in value far fewer people could afford or want it.

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